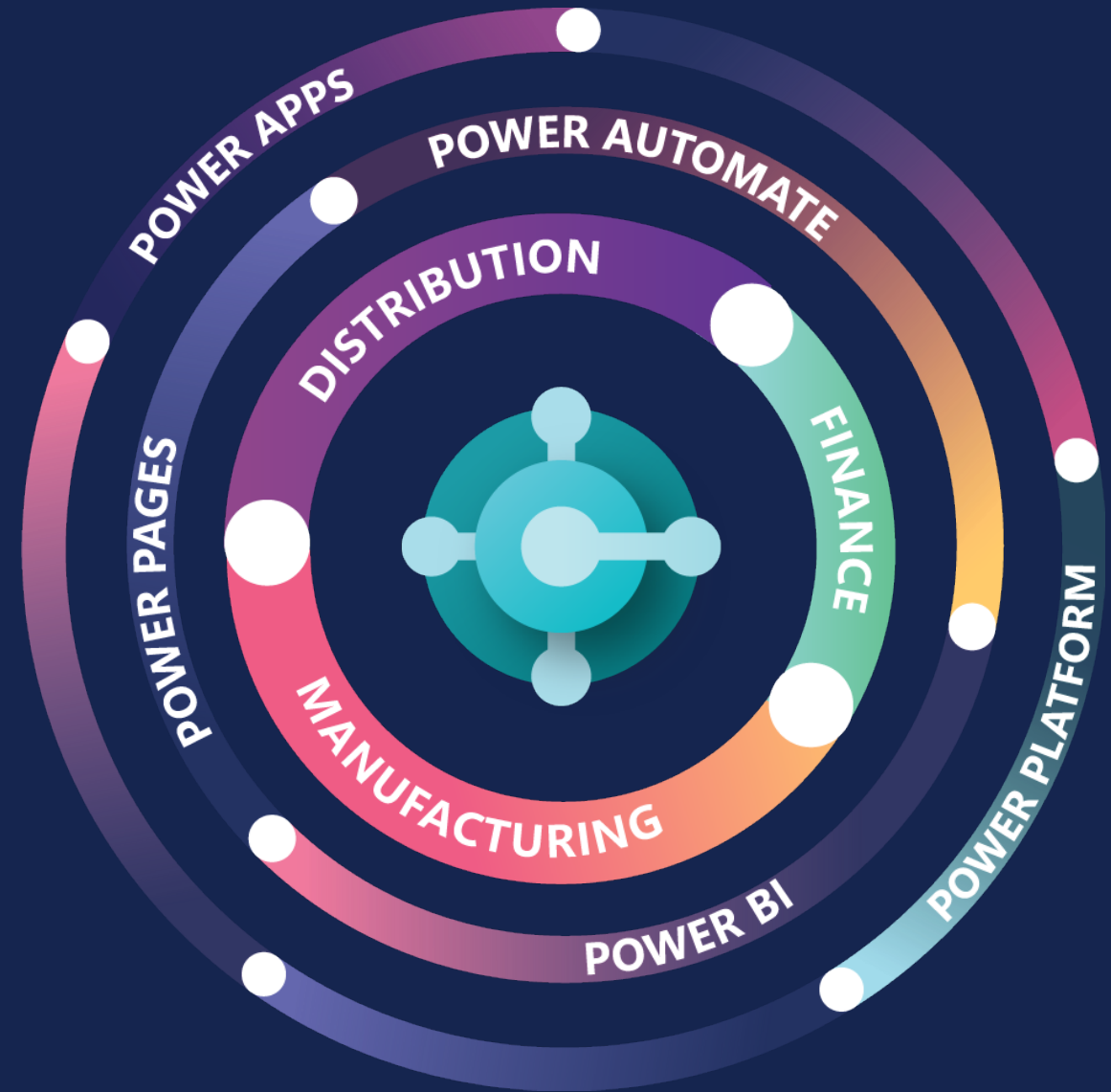


BUSINESS CENTRAL connect

Demystifying Planning



18th & 19th NOVEMBER 2025

Agenda

- Overview of Planning
- Planning scenarios & how to configure
- Deep Dive subjects
- Manufacturing Planning



Planning Overview

- The planning system aims to balance Supply & Demand
- It plans by Item, Variant and Location against time
- Planning Tools available to us:
 - Requisition Worksheet
 - Planning Worksheet
 - Order Planning
 - Order Promising



Demand v Supply

Demand		Supply
Negative Inventory		Inventory
Purchase Returns		Sales Return Orders
Sales Order		Inbound Transfers
Service Order		Production Orders
Production Component		Assembly Order
Assembly Order		Purchase Order
Outbound Transfer		
Blanket Sales Order		
Forecast (unconsumed)		

Planning Scenarios

Welcome to Contoso (formerly trading as Cronus UK Ltd.)



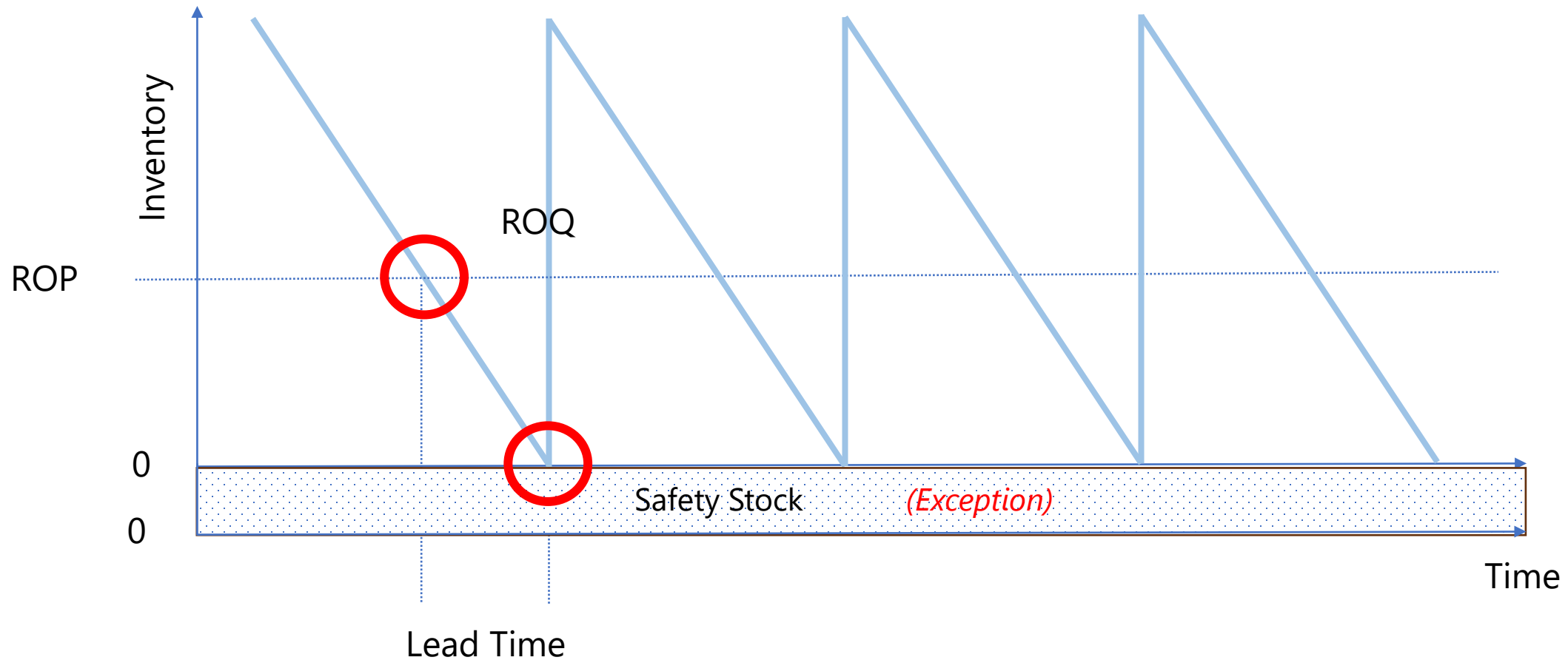
Scenario #1

M8 Nut

- We use them often
- They don't cost much
- They are used on many machines
- When we get down to the last 2500, we want to purchase 10,000
- They come in boxes of 5,000 (may contain nuts)



Scenario #1



● → Plan Forwards

Fixed-Reorder Qty.

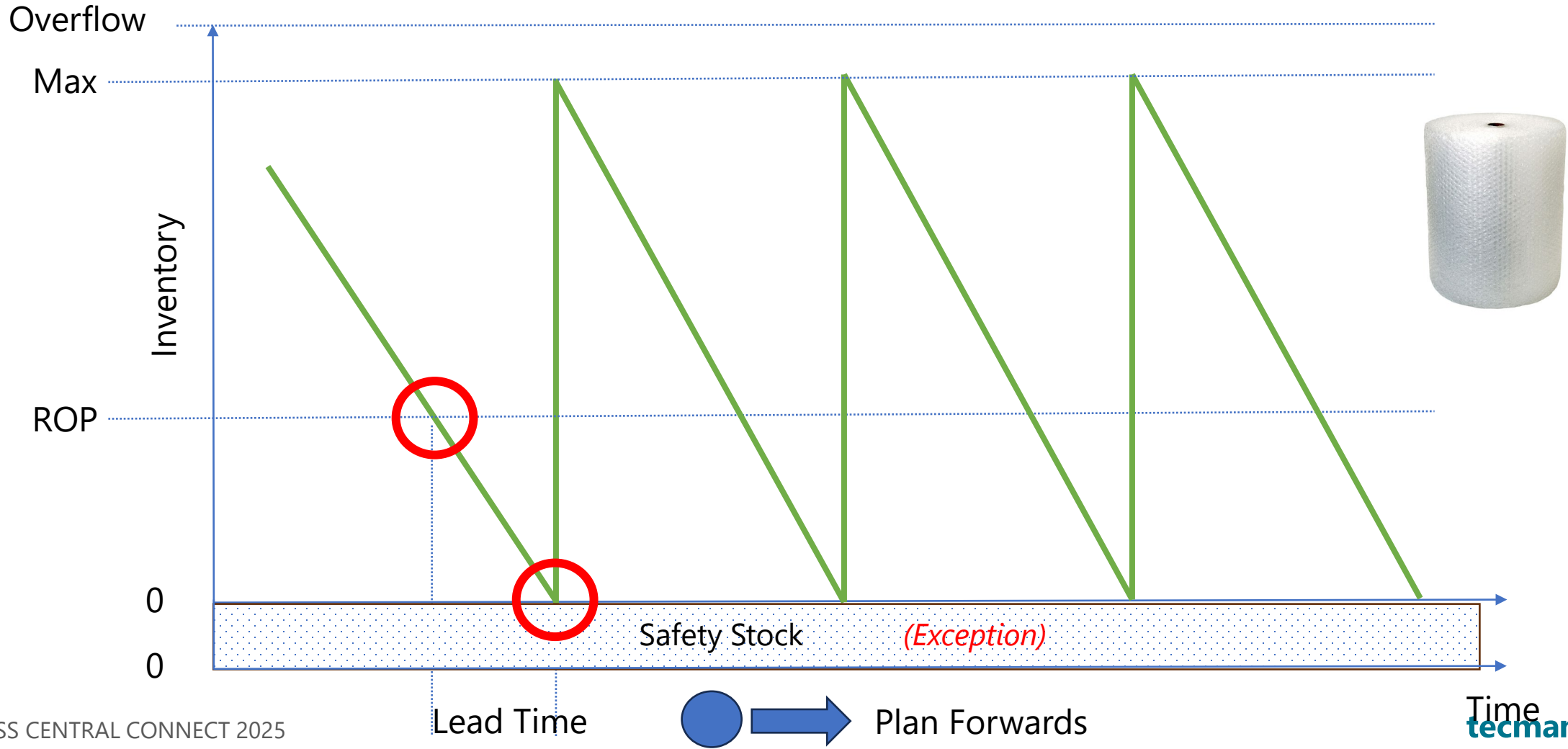
Scenario #2

Bubble Wrap

- We buy in rolls
- It takes up a lot of space – we can only fit up to 10 rolls in the warehouse.
- When we get down to the last 4, we want to buy some more – but not too much!
- We only bought some last week but the warehouse team wrapped themselves up and had a fight and we're below the reorder point again.



Scenario #2



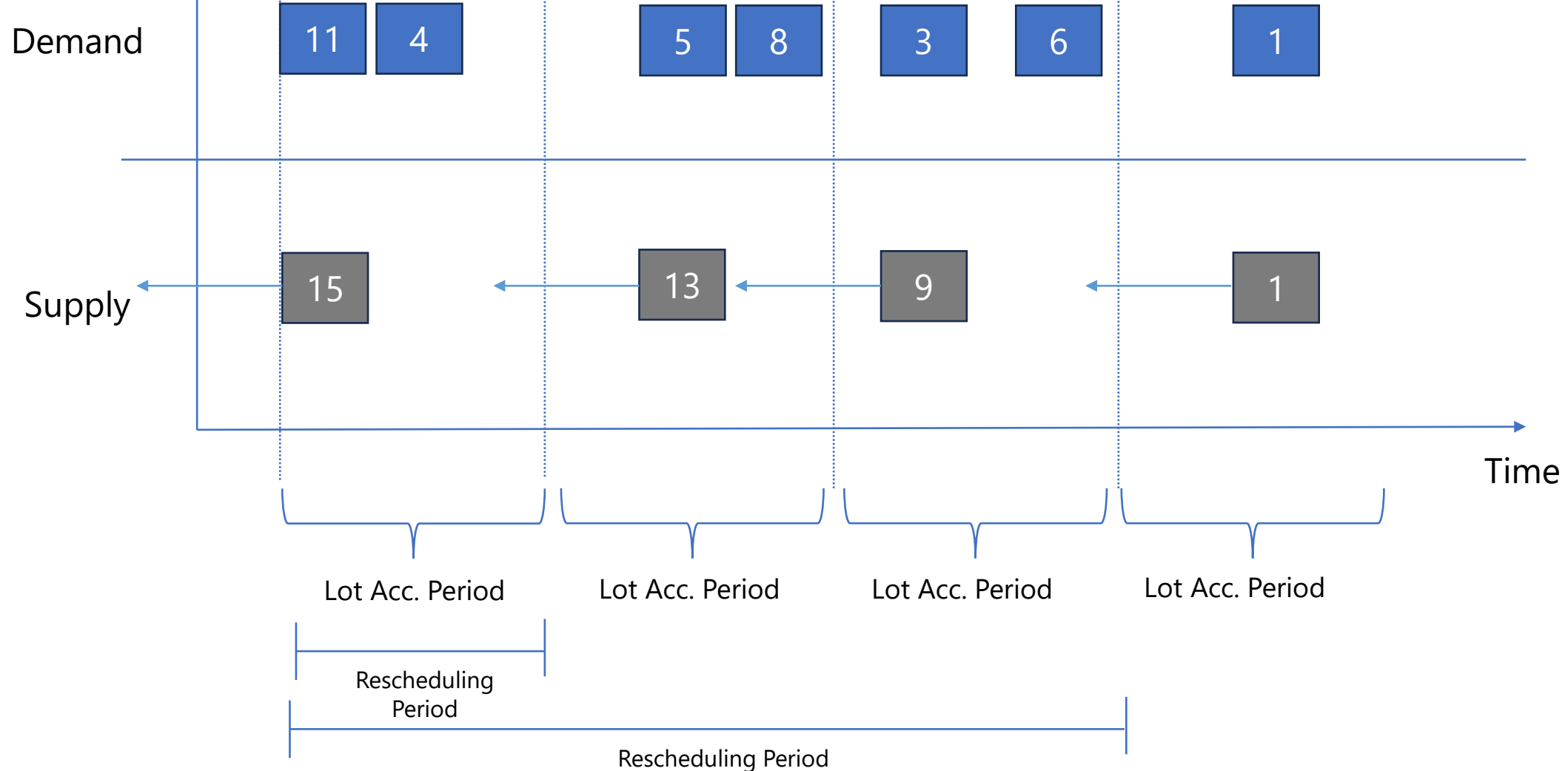
Scenario #3

Autodrip Coffee Machine

- We sell a lot of them
- We also forecast how many we think we may sell
- As good as the weatherman



Scenario #3



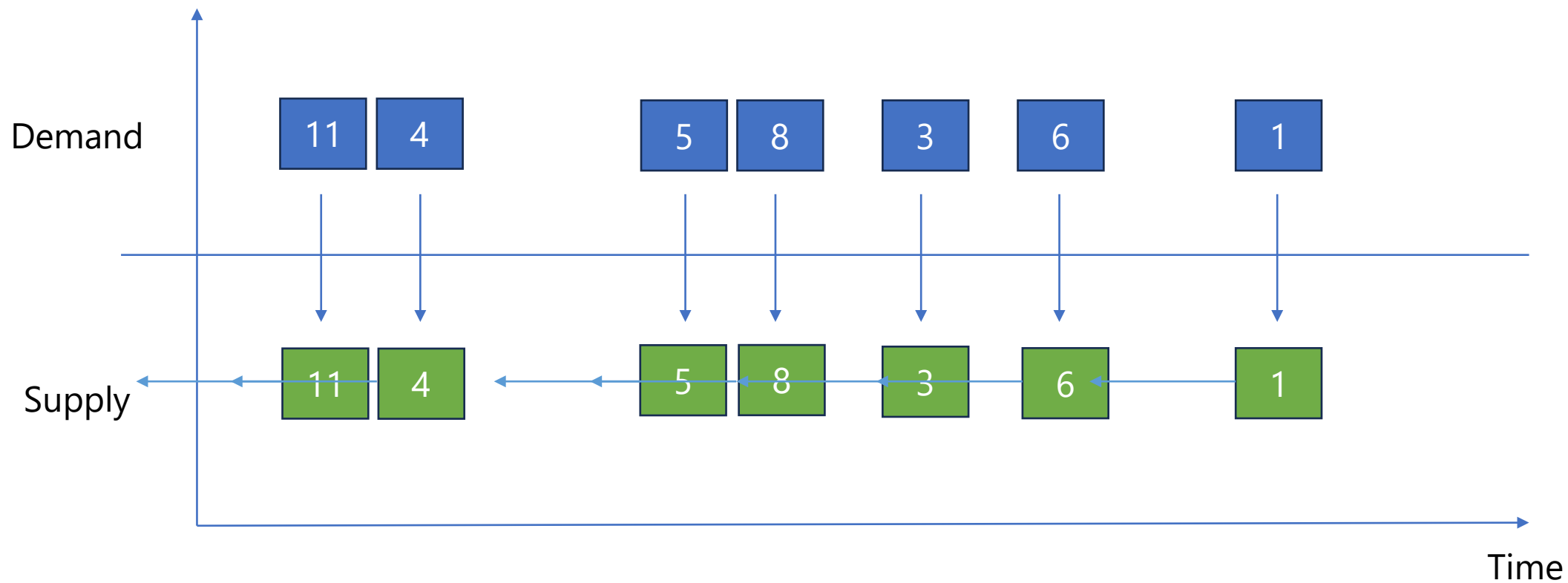
Scenario #4

Autodrip Lite Coffee Machine

- We don't sell many
- We only want to commit to making these when we get an order
- You buy it, we'll make it



Scenario #4



Demo

Business Central

FinanceCash ManagementSalesPurchasingShopifyAll Reports

Bank AccountsChart of Accounts

Learning, Moderator!

Actions

- + Sales Quote
- + Sales Invoice
- + Purchase Order
- + Sales Order
- + Purchase Quote
- + Purchase Invoice
- > Find entries...
- > New
- > Payments
- > Reports
- Excel Reports
- Power BI Reports

a few things you can try out

Overdue Sales Invoice Amount

£44,005

> See more

Overdue Purch. Invoice Amount

£35,196

> See more

Sales Invoices Predicted Overdue

0

> See more

Completely Re... from Stock

0

>

Sales Invoices

7

>

Ongoing Purchases

Purchase Orders

14

>

Ongoing Purch. Invoices

3

>

Purch. Invoices... Next Week

0

>

Payments

Unprocessed Payments

1

>

Average Collec... Days

29.1

Outstanding V... Invoices

13

>

Scan documents

Create Incomin... from Camera

Incoming Documents

My Incoming Documents

1

>

Tasks In Queue

2

>

E-Document Activities

Incoming E-Document

Linked Purchase Orders

6

>

Waiting Purch... E-Invoices

0

>

Intercompany

Incoming Transactions

New Intercom... Transactions

0

>

Rejected ...er Companies

0

>

Outgoing Transactions

Intercompany ... to Send

0

>

BUSINESS CENTRAL CONNECT 2025

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New Warehouse in Milton Keynes

Planning with Locations

Inventory Setup

[General](#) | [Posting](#) | [Journal Templates](#) | [More options](#)

General >

Location

Location Mandatory

☐

Manufacturing Setup

[Clever Manufacturing Plus](#) | [More options](#)

General

Planning Warning

☒

Dynamic Low-Level C...

☒

Numbering >

Planning

Current Demand Fore...

Use forecast on locati...

☐

Use forecast on varian...

☐

Default Safety Lead Ti...

Blank Overflow Level

Combined MPS/MRP ...

☒

Components at Locati...

Default Dampener Per...

Default Dampener %

Planning with Locations

- Stockkeeping Units

Item Card

SP-SCM1004 · AutoDrip

Home

Request Approval

Item

Prices & Discounts

Quality

Actions

Related

Reports

Automate

Fewer options

Copy Item

Adjust Inventory

Create Stockkeeping Unit

Apply Template

Validate Data

Create Non-Conformance

Replenishment

Replenishment System

Prod. Order

Lead Time Calculation

Purchase

Vendor No.

Vendor Item No.

Purch. Unit of Measure

PCS

Purchasing Blocked

Usage Data Supplier Reference E...

No

Production

Overhead Rate

0.00

Assembly

Assembly Policy

Assemble-to-Stock

Assembly BOM

No

Planning

Reordering Policy

Lot-for-Lot

Reserve

Optional

Order Tracking Policy

None

Stockkeeping Unit Exists

No

Dampener Period

Dampener Quantity

0

Critical

Safety Lead Time

Safety Stock Quantity

0

Lot-for-Lot Parameters

Include Inventory

Lot Accumulation Period

Rescheduling Period

Reorder-Point Parameters

Reorder Point

0

Reorder Quantity

0

Maximum Inventory

0

Overflow Level

0

Time Bucket

1W

Order Modifiers

Minimum Order Quantity

0

Maximum Order Quantity

0

Order Multiple

0

Item No. ↑ ▼	Variant Code ↑ ▼	Location Code ↑
SP-SCM1004	BLUE	EAST
SP-SCM1004	GREEN	EAST
SP-SCM1004	RED	EAST
SP-SCM1004	YELLOW	EAST
SP-SCM1004	BLUE	MAIN
SP-SCM1004	GREEN	MAIN
SP-SCM1004	RED	MAIN
SP-SCM1004	YELLOW	MAIN
SP-SCM1004	BLUE	SILVER
SP-SCM1004	GREEN	SILVER
SP-SCM1004	RED	SILVER

Replenishment

Replenishment System

Prod. Order

Lead Time Calculation

Purchase

Vendor No.

Vendor Item No.

Transfer

Transfer-from Code

Assembly

Assembly Policy

Assemble-to-Stock

Planning

Reordering Policy

Lot-for-Lot

Dampener Period

Dampener Quantity

0

Safety Lead Time

Safety Stock Quantity

0

Lot-for-Lot Parameters

Include Inventory

Lot Accumulation Period

Rescheduling Period

Reorder-Point Parameters

Reorder Point

0

Reorder Quantity

0

Maximum Inventory

0

Order Modifiers

Minimum Order Quantity

0

Maximum Order Quantity

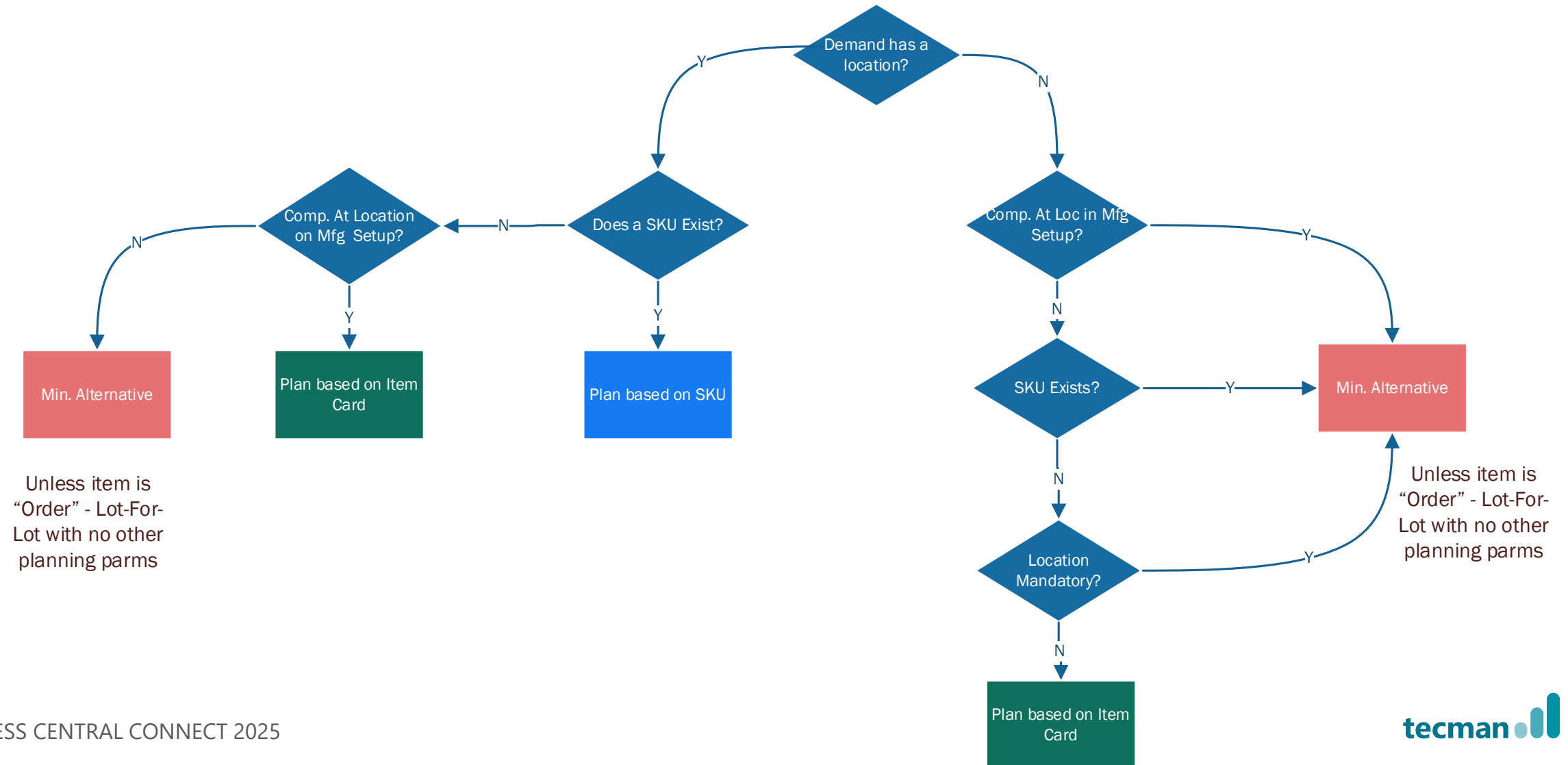
0

Order Multiple

0

BUSINESS CENTRAL CONNECT 2025

Planning with Locations





Deep Dive

Planning Start Date

START

-5	-4	-3	-2	-1	Today	1	2	3	4	5
----	----	----	----	----	-------	---	---	---	---	---

Supply		10	2							
--------	--	----	---	--	--	--	--	--	--	--

Stock					5					
-------	--	--	--	--	---	--	--	--	--	--

Demand	-10		-5	-8						
--------	-----	--	----	----	--	--	--	--	--	--

Availability				-6						
--------------	--	--	--	----	--	--	--	--	--	--

Respect Planning Parameters fo... ☒

RESPECT planning

Parameters>Min Order qty. 10 *Emergency:* Order 10

below zero on the planning start date)

Fine Tuning Planning

- Too many action messages will cause confusion
- Customers may purchase/make too little or too much & affect customer service or cashflow 😞
- How can we take away the (some) noise?
 - Time Buckets (Fixed / Maximum Qty.)
 - Rescheduling Periods (Lot-for-Lot)
 - Lot Accumulation Period (Lot-for-Lot)
 - Dampeners (Qty & Period)....
- Sometimes – you just have to get through the list!

Dampeners

Manufacturing Setup - Default for All Items

Planning

Current Demand Fore... ·

Use forecast on locati... · ☒

Use forecast on varia... · ☒

Default Safety Lead T... ·

Blank Overflow Level ·

Combined MPS/MRP... · ☒

Components at Locat... ·

Default Dampener Pe... ·

Default Dampener % ·

Dampeners

Item Card

Planning

Reordering Policy Lot-for-Lot

Reserve Optional

Order Tracking Policy None

Stockkeeping Unit Exists No

Dampener Period

Dampener Quantity 0

Dampeners

- Dampener Quantity
 - If we have a bit too much supply, it won't suggest doing anything if the excess is within the Dampener Qty.
 - If we are short – it will suggest.
- Dampener Period
 - If supply is now too early, it won't suggest changing dates if within the Dampener Period.
 - If it's late – it will suggest.

Dampeners

	Fixed Reorder Qty.	Maximum Order Qty.	Lot-For-Lot	Order
Dampener Quantity	✓	✓	✓	✗
Dampener Period	✗	✗	✓	✓

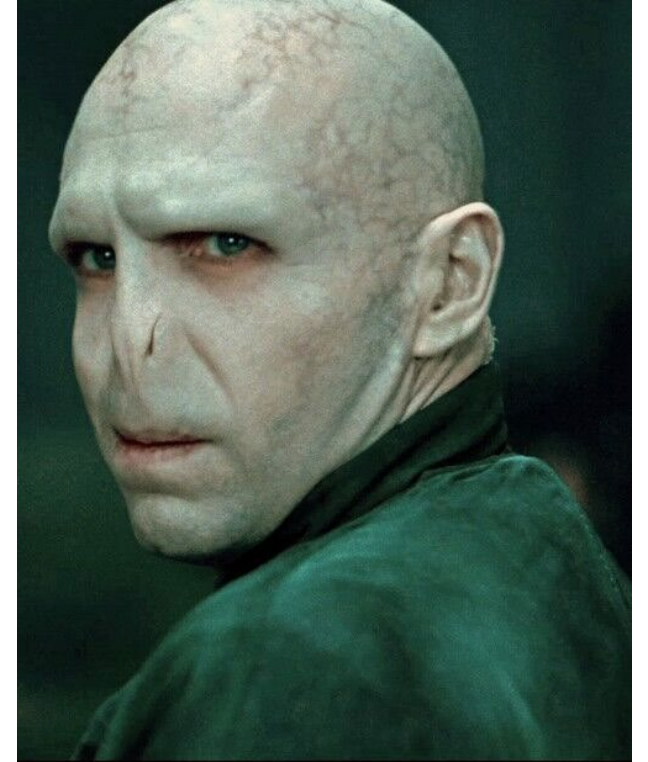
Order Modifiers

Once the planning system has calculated new supply, if there are modifiers set, it will adjust the quantities to meet:

- Minimum Quantity
- Maximum Quantity– create multiple supply orders (good for production batches / scheduling)
- Order multiple – rounds up to the multiple (e.g. buy in boxes of 100).

Order Tracking/Action Messaging

- Order tracking is the link between supply & demand
- Action Messages are the resultant message to balance the supply & demand (e.g. New Purchase Order)
- This can be done dynamically without the need to run planning



Demo

Contoso Electronics

Dynamics 365 Business Central

CRONUS UK Ltd.

FinanceCash ManagementSalesPurchasingShopifyAll Reports

CustomersVendorsItemsBank AccountsChart of Accounts

Headline

Good morning, MOD Administrator!

Actions

+ Sales Quote

+ Sales Invoice

+ Purchase Order

+ Sales Order

+ Purchase Quote

+ Purchase Invoice

Get started: Here are a few things you can try out

Activities

Sales This Month

Overdue Sales Invoice Amount

Overdue Purch. Invoice Amount

Sales Invoices Predicted Overdue

£444

£44,005

£35,196

0

> See more

> See more

> See more

> See more

Ongoing Sales

Sales Quotes

2

>

Sales Orders

9

>

Completely Re... from Stock

0

>

Sales Invoices

7

>

Ongoing Purchases

Purchase Orders

14

>

Ongoing Purch... Invoices

3

>

Purch. Invoices... Next Week

0

>

Payments

Unprocessed Payments

1

>

Average Collec... Days

29.1

Outstanding V... Invoices

13

>

Scan documents

Create Incomin... from Camera

Incoming I

My Incom Document

1

>

Job Queue Tasks

Tasks Failed

0

>

Tasks In Process

0

>

Tasks In Queue

2

>

E-Document Activities

Incoming E-Document

Linked Purchase Orders

6

>

Waiting Purch... E-Invoices

0

>

Intercompany

Incoming Transactions

New Intercom... Transactions

0

>

Rejected ...er Companies

0

>

Outgoing Transactions

Intercompany ... to Send

0

>

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Action Messages Only – Beware!

Entry Sequence	Sales Order		Action Message	Planning
1	ⓘ Note The order tracking system offsets available stock as orders are entered into the order network. This implies that the system does not prioritise orders that may be more urgent in terms of their due date. It is therefore up to the logic of the planning system or the wisdom of the planner to rearrange these priorities in a meaningful way.			
2				
3				O x 30 '25

Order Tracking

Are you sure?

You can consider setting the **Order Tracking Policy** to None if you won't require tracking on the fly a demand against a supply or vice versa. The tracking of supply against demand is handled by the order tracking functionality or the planning engine.

We don't recommend that you use order tracking together with planning functionality.



ⓘ Note

Tracking functionality does not replace planning functionality, which considers all items, demands, and supplies together to provide the optimal planning proposals to optimize customer service levels and balance inventory levels.

Reservations & Item Tracking

- A reservation creates a hard link between supply & demand, so can change the way planning calculates (e.g. sequence of orders). You are overriding the priorities.
- Item Tracking (Lot / Serial) can also have the same effect.

Planning Flexibility

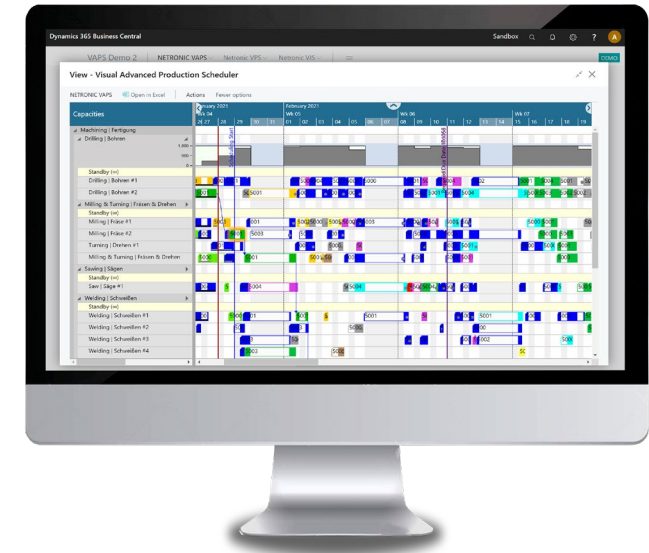
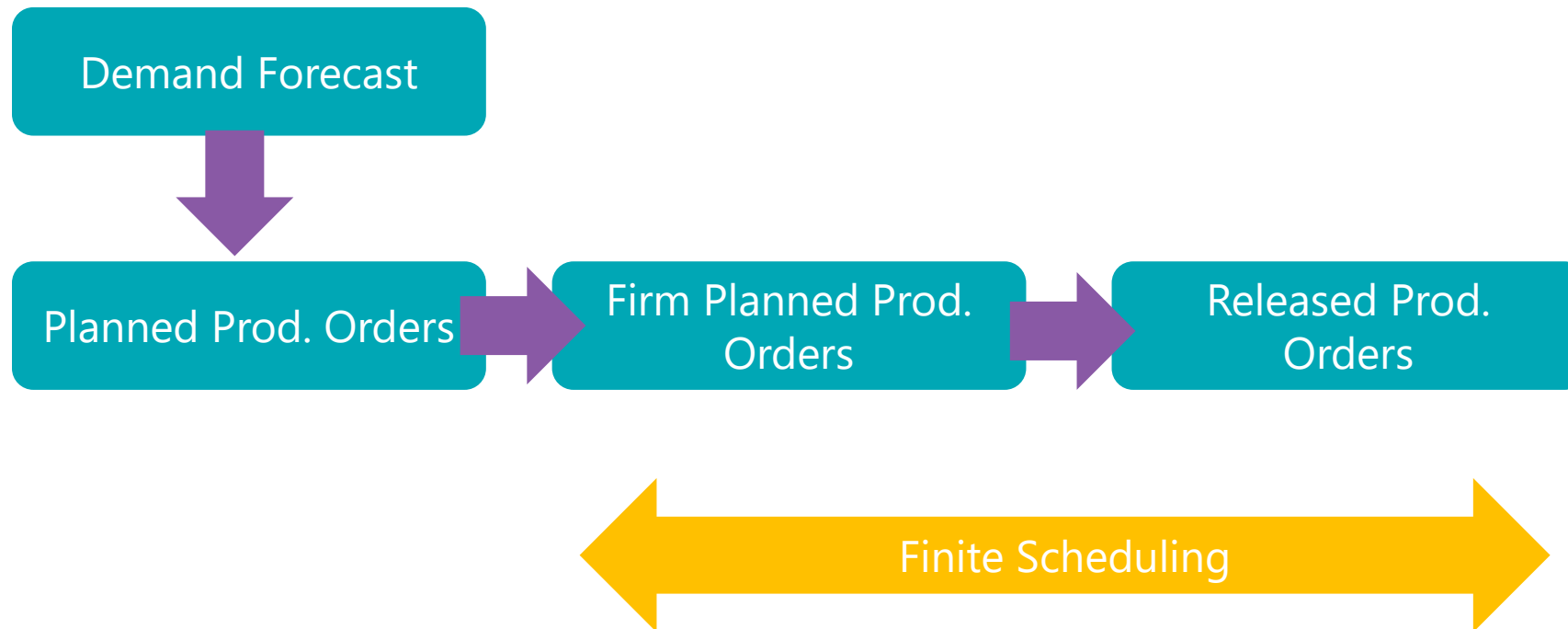
- Field on the Requisition / Planning Worksheet
- Passed to the Prod. Order / Purchase Line / Transfer / Assembly Header
- Setting to "None" Prevents the planning system from moving that supply
- Warning! This may cause Over Supply

Warning	No.	Sch... VAPS	Action Message	Acc... Acti... Mes...	Original Due Date	Planning Flexibility	Order Date	Due Date
Emergency	101-053	☐	New	☐		Unlimited	27/11/2024	28/11/2024
Attention	101-053	☐	Resched. & Chg. Qty.	☐	05/12/2024	Unlimited	04/12/2024	04/12/2024
Attention	101-053	☐	New	☐		None	08/01/2025	09/01/2025
Attention	101-053	☐	New	☐		None	31/01/2025	01/02/2025
Emergency	⋮ GZ10071	☐	New	☐		None ▾	27/11/2024	28/11/2024
Attention	GZ10071	☐	New	☐		Unlimited	08/01/2025	08/01/2025
Attention	GZ10071	☐	New	☐		Unlimited	31/01/2025	31/01/2025



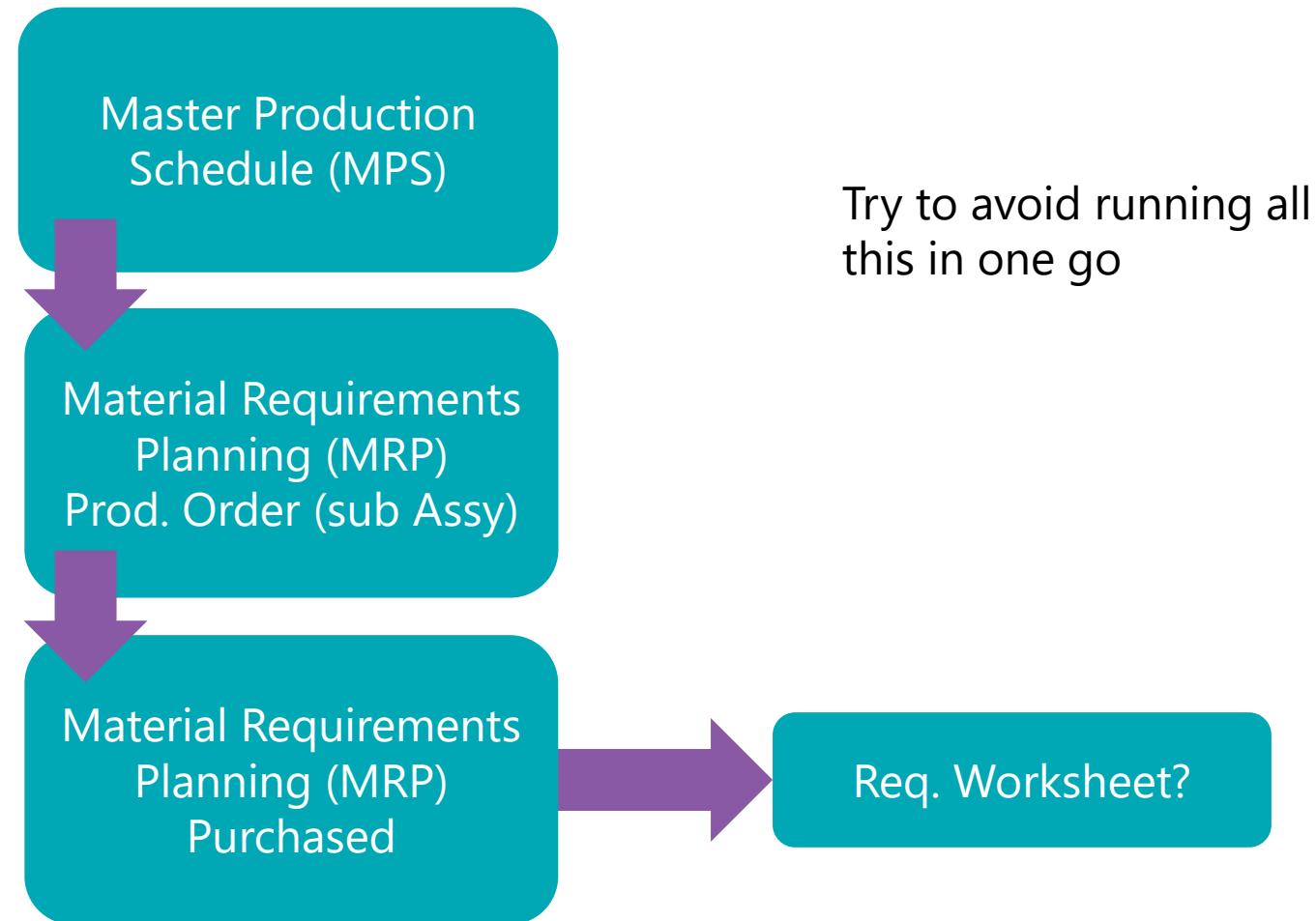
Manufacturing

Manufacturing Planning



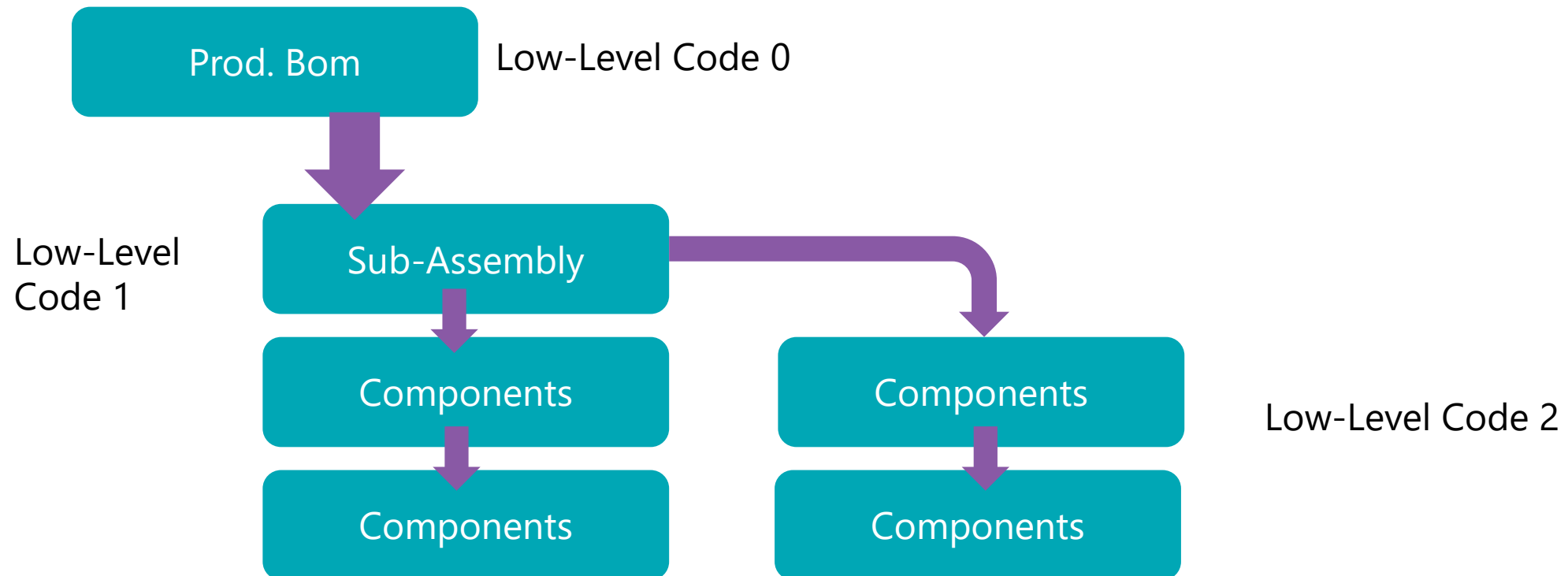
Manufacturing Planning

Planning Sequence



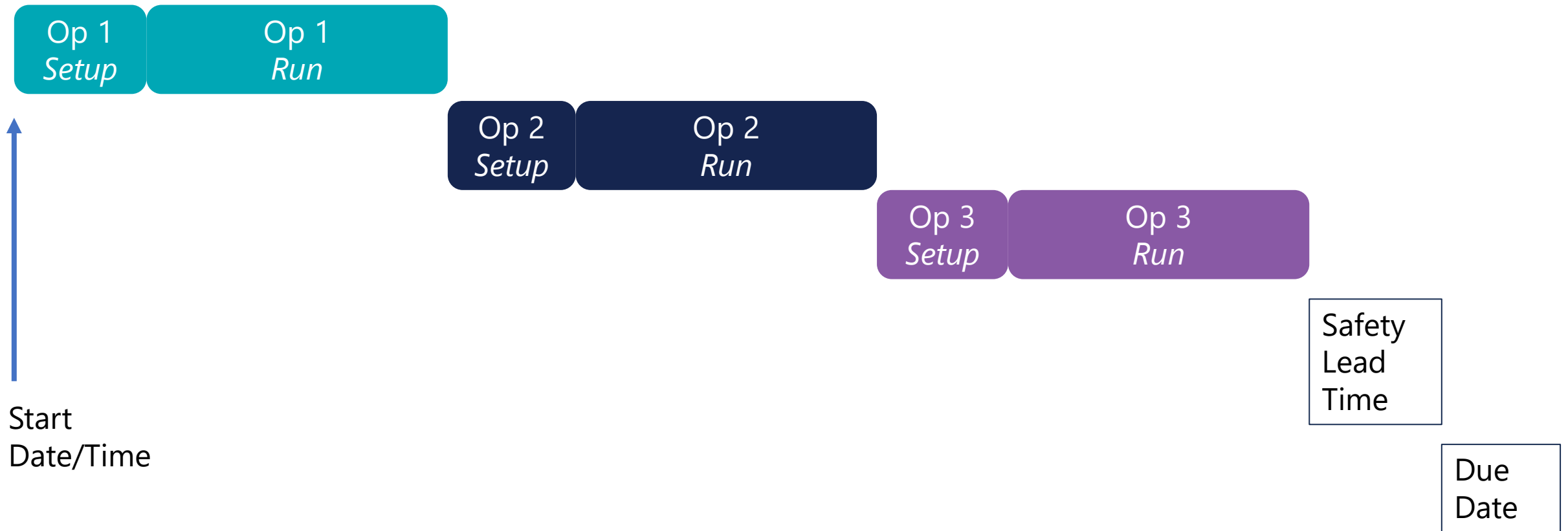
Manufacturing Planning

Low level Code – what is it?



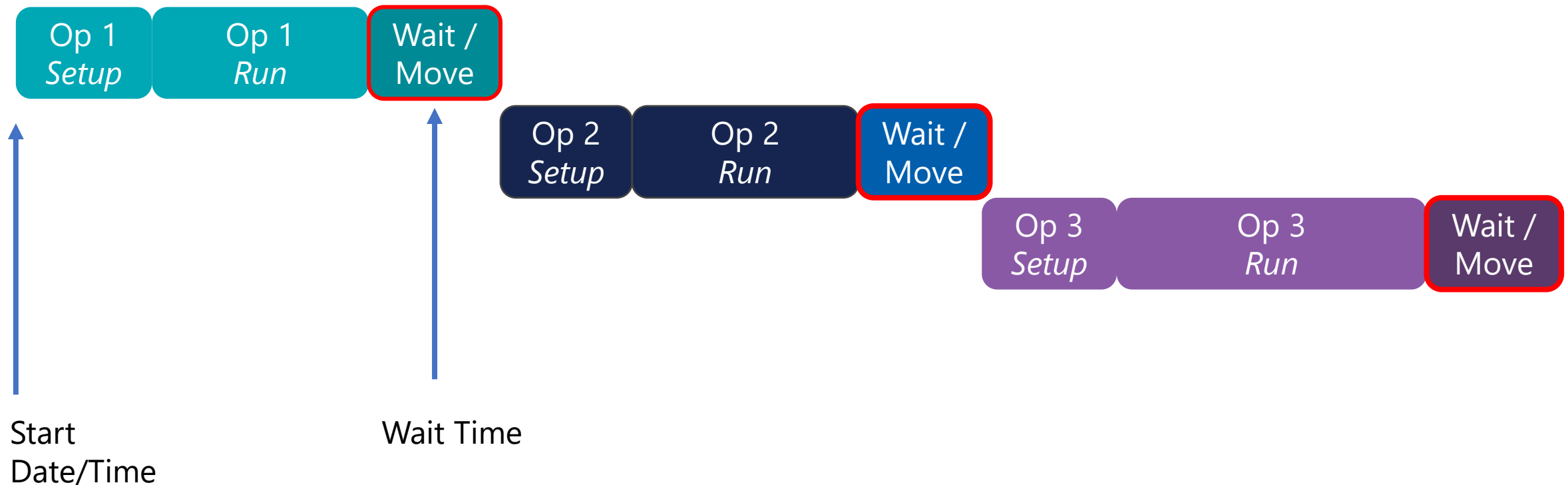
Manufacturing Planning

Routings



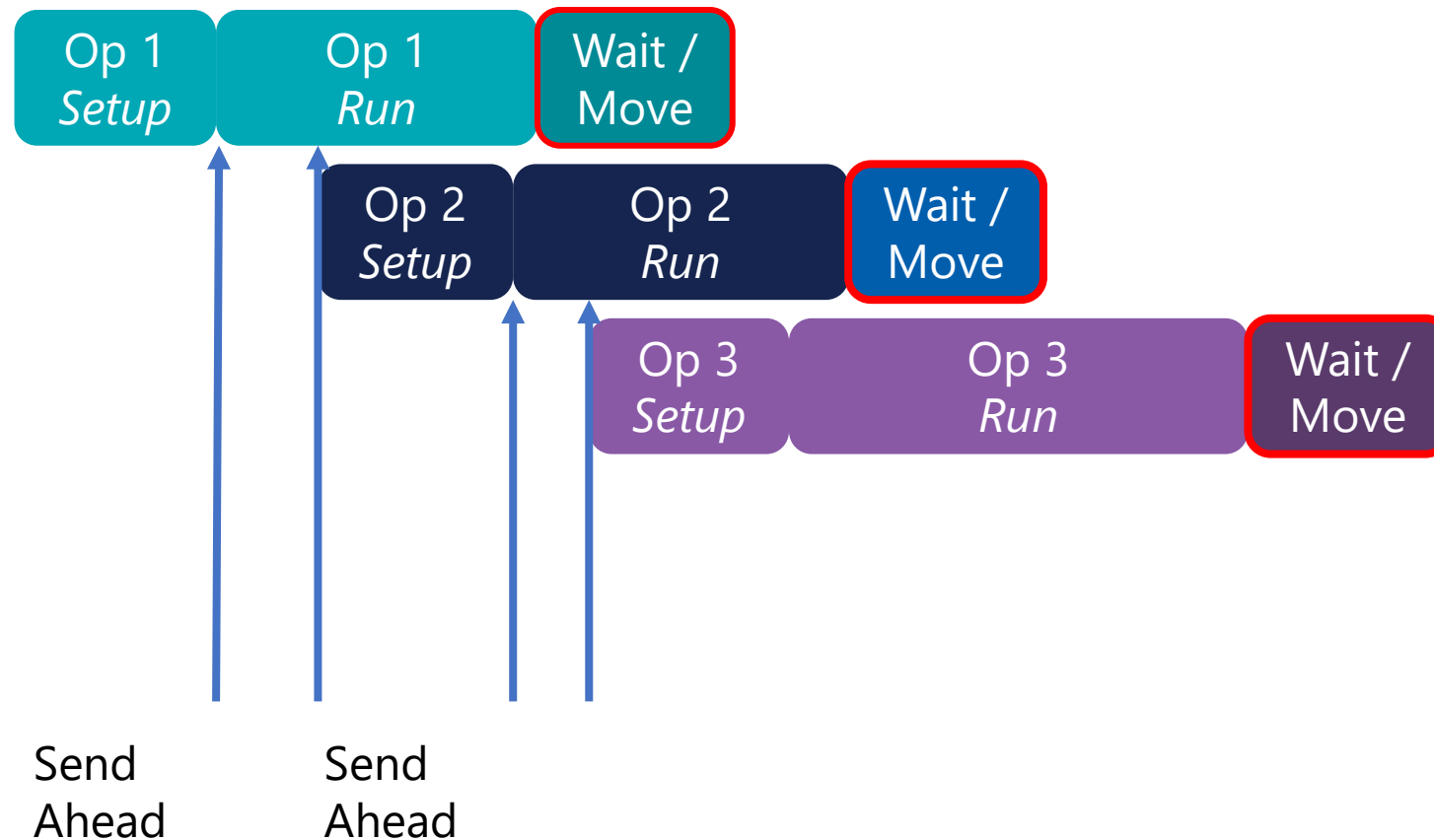
Manufacturing Planning

Routings – Wait / Move Time



Manufacturing Planning

Routings – Send Ahead Quantity



Wrap up

- 4 x Reordering Policies and their use
- Multiple Locations and Stockkeeping Units
- Deep Dive into planning details
- Order Tracking & Action Messaging
- Manufacturing

Call to Action

- Read the Microsoft “Design Details” section of MS Learn on Supply Planning
- When implementing, choose the appropriate Reorder Policy for the item
- Use Dampeners / Time buckets etc to reduce the noise
- Sit with the planner and work through the action messages – the question will always be “Why is it suggesting this?”

- › Company hub
- › Local functionality
- › Set up Business Central
- ✓ Design details

Application design details overview

› Design details: Supply planning

› Design details: Inventory costing

› Design details: Warehouse management

› Design details: Item tracking

› Design details: General journal post line

Design details: Non-deductible VAT

› Design details: Dimension set entries



Thank you